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Elmer J. Smith & Co.

AUTUMN 1904

TRADE LIST

of Hardy Herbaceous Plants and General Florists Stock

offered by

NATHAN SMITH & SON

ADRIAN, MICH.

NOTE

All previous quotations are canceled by this list.

Not less than **FIVE** plants at 100 rate, and where dozen rates are quoted, **SIX** at dozen and **TWENTY-FIVE** at 100 rates.

Cash or satisfactory reference must accompany all orders from unknown correspondents.

Five per cent discount is allowed for cash with the order.

All express shipments are carried at the Special Plant Rate which is 20 per cent less than the rate on merchandise.

In all cases the foregoing terms will be strictly adhered to.

GENERAL FLORIST STOCK.

Asparagus.—**PLUMOSUS NANUS.**—Our stock is healthy, bushy and in active growth. Purchase now and get best plants. From $2\frac{1}{4}$ in. pots, \$4.00 per 100; $2\frac{1}{2}$ in. pots, \$5.00 per 100.



Field Grown Asparagus Sprengerii.

SPRENGERII.—(Field Grown.) Again we offer you fine plants of this valuable green from field, in first class condition for immediate planting or potting. This stock is far superior to pot grown, having extra strong roots and well set with dormant eyes, which at once start into growth when housed. A trial order will convince. Bushy plants to pot into 3 in. pots, \$5.00 per 100; for 4 in. pots, \$8.00 per 100; for 5 in. pots, \$10.00 per 100; extra large for 6 in. pots and over, \$12.00 per 100.

TENUISSIMUS.—We never had finer stock of this variety. From $2\frac{1}{4}$ in. pots, \$3.00 per 100; 3 in. pots, extra strong, \$5.00 per 100.

Begonia Rex.—Our collection contains the best named varieties. From 3 in. pots, \$5.00 per 100.

Carax Jap. Variegata.—One of the most useful decorative grasses. Makes a pretty plant for the table or conservatory. Now in its prime. From $2\frac{1}{4}$ in. pots, \$3.00 per 100.

Carnations.—(Field Grown.) A good season has given strong, healthy plants, bushy and well rooted.

Enchantress, \$8.00 per 100; **Mrs.**

T. W. Lawson, Avondale, and other standard varieties, \$5.00 per 100. All first size.

Novelties for 1905.—Are now booking orders for the following superb novelties and can give strong stock at introductory date of delivery: **Fiancee, Cardinal, Fred Burki,** \$12.00 per 100; \$100.00 per 1000. **Richmond Gem,** \$10.00 per 100; \$75.00 per 1000.

Cyclamen.—(*Persicum Giganteum*.) These are seedlings and not from last year's bulbs. Purchase now for holiday sales. Strong, bushy plants in separate colors, from 4 in. pots, \$10.00 per 100; 3 in. pots, \$8.00 per 100. Ready October 1st.

Cyperus Alternifolius.—(*Umbrella Plant*.) Dwarf, bushy plants in 3 in. pots. Will make desirable plants if repotted now; \$5.00 per 100.

Geraniums.—If in need of extra strong young stock to propagate from this fall, we can furnish same. All the best varieties propagated from field grown plants, ready for delivery Oct. 15th. From 2¼ in. pots, \$3.00 per 100; \$25.00 per 1000. Write for list of varieties.

Nephrolepis.—*BOSTONIENSIS*.—We have some thrifty plants of this favorite fern that have had a full season's growth and are a bargain to any florist. From 2¼ in. pots, \$4.00 per 100; 2½ in. pots, \$6.00 per 100; 3 in. pots, \$8.00 per 100.

CORDATA COMPACTA—Thrifty plants of this old-time favorite from 2¼ in. pots, \$4.00 per 100; 2½ in. pots, \$6.00 per 100; 3 in. pots, \$8.00 per 100.

PIERSONII—Plants from 2¼ in. pots, of same quality as Bostons, at \$4.00 per 100.

Poinsettia Pulcherrima.—From late struck cuttings. Will make useful little plants 10 to 12 in. high. From 2½ in. pots, \$5.00 per 100.

Primrose.—(*Chinese*.) From the very best European strains. We have always given satisfaction with these. From 2¼ in. pots in white, light pink, blue and bright red, \$3.00 per 100; from 3 in. pots in above colors, \$5.00 per 100.

Primula Forbesii Grandiflora.—Through selection we have obtained a large flowered type of this useful *Primula*. In growth it is much stronger than the original, with long, stiff stems and flowers double the usual size. From 2¼ in. pots, \$3.00 per 100.



Primula Buttercup (New.)

BUTTERCUP (New.)—A free flowering yellow *Primrose* coming into full bloom for Thanksgiving and Christmas trade and continues covered with bloom during winter and spring. Give the same treatment as the *Chinese Primrose*. It makes a fine house plant and a sure seller for holiday trade. Strong plants from 3 in. pots, \$1.50 per doz.; \$10.00 per 100.

Salvia Patens.—A beautiful half-hardy variety. Large, gentian blue flowers in long spikes throughout the season. The most popular of its kind. From 3 in. pots, \$6.00 per 100.

Sansevieria Zealanica.—A very attractive house plant. Long, leathery leaves nicely variegated. Of easy culture. From 2¼ in. pots, \$2.50 per 100.

Sweet Alyssum.—(*Double*.) No florist should be without this useful flower. Plant now with your Carnations. Bushy, out-door grown plants, from 2¼ in. pots, \$3.00 per 100.

Vinca Major Elegantissima.—Glossy green leaves, broadly margined and blotched creamy white. A good seller during winter. Field grown plants with several fine leads, \$6.00 per 100.

DOUBLE ARCH CARNATION SUPPORT.

Soon after planting your carnations they will need supports. If not already supplied, try our Double Arch Support, which gives best of satisfaction wherever used, both as to cost and usefulness. Let us send you descriptive circular, quoting these, also ROSE, CHRYSANTHEMUM, and other wire plant stakes, cut to any length.

FERTILENE, the Ideal Plant Food.

A complete chemical fertilizer perfectly soluble and contains the same constituents as those incorporated in manure and this contains in proper quantities, nitrogen, potash, and phosphoric acid, which are the most important elements conducive to plant life.

Stable manure contains less than 2 per cent of food, while FERTILENE contains over 60 per cent actual plant foods.

The advantages of FERTILENE over other manures are: It is clean, has no offensive odor, is soluble and thus easily prepared, is immediate and permanent in its effect, so highly concentrated that it is the cheapest, saves time and labor and gives accurate results.

½ lb., 20c; Prepaid by Mail, 30c. 1 lb., 35c; Prepaid by Mail, 50c.

10 lb., \$2.25; 25 lb., \$5.50; 50 lb., \$10.00. One ounce is sufficient for 10 gallons.

Hardy Herbaceous Plants.

Anemone.—We have some very fine stock of the following choice varieties which will make large flowering clumps another season. From $2\frac{1}{4}$ in. pots, \$3.00 per 100.

JAPONICA ALBA.—Large, single, pure white flowers. An old favorite.

LADY ARDIAUN.—A pure white variety with broad, overlapping petals.

QUEEN CHARLOTTE.—Beautiful light pink. Large, semi-double flowers. Very popular.

ROSEA SUPERBA.—Light rose; of fine form and substance.

Aquilegia.—No garden complete without these, also a valuable florists flower.



Aquilegia.

LONG SPURRED.—(Mixed.) Strong from $2\frac{1}{2}$ in. pots, \$5.00 per 100.

SHORT SPURRED.—White; fine for cutting. Strong from $2\frac{1}{2}$ in. pots, \$5.00 per 100.

Arabis Alpina.—(Rock Cress.) A very showy spring flowering plant, especially adapted for edging and rockeries, forming a dense carpet and completely covered with pure white flowers. From $2\frac{1}{4}$ in. pots, \$3.00 per 100.

Aster.—**MADONNA.**—Long, pyramidal spikes, covered with large pure white flowers. One of the handsomest in cultivation. Sept.; 3 ft. From $2\frac{1}{4}$ in. pots, \$3.00 per 100.

TRINERVIUS.—A magnificent perfectly hardy variety. Large, deep blue flowers in late autumn. From $2\frac{1}{4}$ in. pots, \$3.00 per 100.

Campanula Pyramidalis.—Tall pyramids of large, perfect blue bells in September. The most attractive Campanula. From $2\frac{1}{4}$ in. pots, \$4.00 per 100.

Caryopteris Mastacanthus.—(Blue Spirea.) A very showy, half hardy shrub producing its sky blue flowers profusely the whole length of the branches from mid-summer until frost. From 3 in. pots, \$5.00 per 100.

Chrysanthemum Maximum Triumph.—Large, daisy-like flowers, three inches and over in diameter. Pure white, with golden yellow center. July until late October. Valuable as a cut flower. From $2\frac{1}{2}$ in. pots, \$3.00 per 100.

Delphinium Queen of Blues.—Large spikes of deep blue flowers. A grand variety. From $2\frac{1}{4}$ in. pots, \$3.00 per 100.

Digitalis Gloxiniioides.—(Foxglove.) One of the most satisfactory of all summer-flowering perennials. We offer the finest mixed strain of the spotted throat class. From 3 in. pots, \$5.00 per 100.

Eupatorium Ageratoides.—(Hardy Ageratum.) Small white flowers in dense compact heads, from late July until frost. Exceedingly useful for floral work. From 3 in. pots, \$5.00 per 100.

Gaillardia Grandiflora.—Large flowers, in color a gorgeous combination of brown, yellow and red. Very useful for cutting. From best imported strain in 3 in. pots, \$4.00 per 100.

Gypsophila Paniculata.—(Baby's Breath.) Another useful and pretty hardy perennial, unsurpassed for decorating. Its tiny pure white flowers are produced in large clusters during August and September. From $2\frac{1}{2}$ in. pots, \$4.00 per 100.

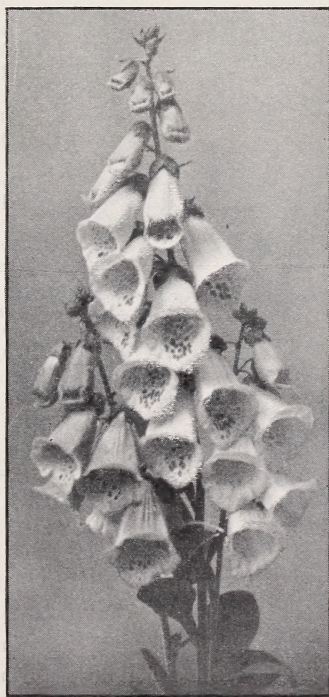
Honeysuckle.—**GOLDEN LEAVED JAPANESE.** One of the most attractive of all the hardy climbers. Light green foliage, beautifully variegated and mottled yellow. Large, two-year old field plants, \$6.00 per 100.

HALLEANA.—A strong and vigorous, almost evergreen sort. Blooms from June until November and is exceedingly fragrant. Large two year old field plants, \$6.00 per 100.

Iris Germanica.—The Iris have few equals among our early garden flowers, their large size and pleasing colors making them most desirable. The following are of the choicest:

REHA.—Yellow standards; falls yellow, shaded and striped brown.

CZAR PETER.—True lavender standards; falls blue. Extra fine.



Digitalis.



Iris Germanica.

PRES. THIERS.—Standards blue; falls blue, striped purple.

FLORENTINA ALBA.—Pure white; early flowering; fine.

FLORENTINA PURPUREA.—Blue; early flowering; very showy.

PALLIDA.—Dwarf, standards white with purple striped falls; late.

Strong field divisions of above, \$4.00 per 100.

Penstemon.—(Mixed.) Large spikes of gloxinia-like flowers from June to September. Most useful for border or rockery. From $2\frac{1}{4}$ in. pots, \$4.00 per 100.

Perennial Pea.—A valuable climber and almost continuous bloomer. Useful for floral work. Separate colors in white, rose and scarlet from 4 in. pots, \$1.00 per dozen.

Phlox.—None of our perennials will give such a wealth of flowers and variety of color as the Phloxes. They are early, free and continuous bloomers. The following are among the most distinct and best:

IRIS.—Deep purple magenta, dark crimson center; large spike; $1\frac{1}{2}$ to 2 ft.

PROGRESS.—White suffused lilac; early flowering; $1\frac{1}{2}$ to 2 ft.

PINK BEAUTY.—Pale pink, enormous spike; $2\frac{1}{2}$ to 3 ft.

PEACH BLOW.—Delicate pink with white markings; $1\frac{1}{2}$ to 2 ft.

THE PEARL.—A good free white. Large truss; $1\frac{1}{2}$ to 2 ft.

CIRCLE.—Blush white, deep pink center; early flowering; fine.

THE QUEEN.—Pure white, large flower and spike; 2 to $2\frac{1}{2}$ ft.

ATTRACTION.—Snow white, with rosy crimson eye; 2 to $2\frac{1}{2}$ ft.

AQUILON.—Carmine rose shaded salmon; crimson center; $2\frac{1}{2}$ to 3 ft.

LECARD.—Lavender, flaked with white; $2\frac{1}{2}$ to 3 ft.

Strong field grown plants of above, \$1.25 per doz.; \$8.00 per 100.

Phlox Subulata.—(Moss Pink) A dwarf growing specie, covering the ground like moss and entirely covered with flowers in early spring. Four distinct colors, named, from $2\frac{1}{4}$ in. pots, \$3.00 per 100.

Platycodon Grandiflorum.—Star shaped flowers of large size and deep blue color. The best of its class. Strong $2\frac{1}{4}$ in. pot plants, \$5.00 per 100.

Rudbeckia.—**GOLDEN GLOW.**—A very attractive perennial, 6 to 7 ft. high and producing an abundance of bright yellow dahlia-like flowers. Fine for cutting. From $2\frac{1}{2}$ in. pots, \$2.50 per 100.

NEWMANIL.—Dark, orange yellow flowers with deep purple cone. Long stems, making it invaluable for cutting. From 3 in. pots, \$4.00 per 100.

TRILOBA.—This is one of the most attractive varieties. Large, well branched plants 3 to 4 ft. high, entirely covered with small bright yellow flowers, with dark brown almost black disk. August 15th. and later. From 3 in. pots, \$5.00 per 100.

Stokesia Cyanea.—(Cornflower) Without doubt one of the most useful hardy perennials. The plant is from 18 to 24 in. high, flowering profusely from early July to late October. Large, centaurea-like flowers, in color a handsome lavender blue. From $2\frac{1}{4}$ in. pots, \$6.00 per 100.

Valeriana Officinalis.—(Garden Heliotrope) An old fashioned garden plant with large, dense clusters of purplish-white flowers, having a strong heliotrope fragrance. Strong field divisions, \$5.00 per 100.

Smith's Chrysanthemum Manual.

BY ELMER D. SMITH.

A very complete, yet brief booklet on the culture of the Queen of Autumn, beginning with stock plants, treating the many branches through each stage of development up to and including the staging of plants and cut blooms. This booklet meets the requirements of the Amateur, Gardener and Florist. 80 Pages, fully illustrated.

Sold at the moderate price of 25c, Prepaid by Mail.